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Sent: Friday, October 21, 2005 5:53 PM
To: ATR-Real Estate Workshop
Cc: FTCDOJworkshop@realtors.org
Subject: Competitiveness in the Real Estate Industry

To: Department of Justice and the Federal Trade Commission

I am a new real estate agent and realtor. If you do not believe that the real estate industry is EXTREMELY competitive, then I suggest you try to earn a living at it. There are new business models and extreme downward price pressure on commissions every day.

The MLS, which I pay to participate in, is my MAIN TOOL OF DOING BUSINESS!

The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

The MLS doesn't discriminate. All MLS members are treated equally, regardless of their size or their business model, and yet the rights of property owners and their listing brokers are respected. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

I hope you take these comments SERIOUSLY!

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